

Message Text

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PAGE 01 MADRAS 01032 270616Z

12

ACTION NEA-10

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R 251125Z JUL 75 ZDK
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AMCONSUL CALCUTTA

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FOR MORELY FROM ATCHLEY

E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: BLACK CLAWSON

1. APPRECIATE MORLEY EFFORTS TO HELP CLINCH BLACK CLAWSON DEAL.

2. ATCHLEY DISCUSSED STATUS OF DEAL WITH D.P. MISRA JULY 24.
MISRA SAID HE HAD WRITTEN OFFICIALS IN NEW YORK FOLLOWING
MORLEY'S VISIT HERE. HE HAS RECEIVED TWO DISCOURAGING
REPLIES. H.L. NATHAN, VICE PRESIDENT PARSONS AND
WHITTEMORE, WHO HAS BEEN ASSIGNED RESPONSIBILITY FOR
KEEPING AN EYE ON BUSINESS IN INDIA IN GENERAL, SENT NISRA
A MEMO DATED JULY 16 THANKING HIM FOR LATEST INFORMATION
ON WHERE BLACK CLAWSON STANDS, BUT CONCLUDING THAT IF
SANDWELL OF VANCOUVER IS SELECTED AS CONSULTANT, BLACK
CLAWSON'S CHANCES ARE NOT SO GOOD. JAVID OF BLACK CLAWSON
ALSO WROTE MISRA LETTER DATED JULY 17 EMPHASIZING THAT
RELATIONS BETWEEN BLACK CLAWSON AND SANDWELL ARE NOT
CORDIAL, AND SELECTION OF SANDWELL DIMS PROSPECTS. JAVID
TOLD MISRA THAT BLACK CLAWSON HAD ALMOST WON LARGE ORDER
IN TURKEY RECENTLY, WITH CUSTOMER ALL IN FAVOR OF BLACK
CLAWSON EQUIPMENT, BUT SANDWELL HAD KILLED IT. HOWEVER,
JAVID ASSURED MISRA HEAD OFFICE WOULD DO WHAT IT COULD TO

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WIN OVER SANDWELL THROUGH ITS CANADIAN SUBSIDIARY BLACK

CLAWSON-KENNEDY.

3. MISRA TOLD ATCHLEY HE HAD WRITTEN A REPLY TO JAVID SAYING THAT HE DOUBTED PASSIVE ACTION THROUGH CANADIAN SUBSIDIARY WOULD WORK, AND URGING THAT BLACK CLAWSON CHAIRMAN LANDEGGER HIMSELF VISIT SANDWELL AND MAKE OUTRIGHT OFFER OF SUBSTANTIAL ENGINEERING SUBCONTRACT ON ONE OF MANY PARSONS WHITTEMORE JOBS AS QUID PRO QUO FOR FAVORABLE CONSIDERATION ON HUNDUSTAN PAPER BID.

4. MISRA ALSO SAID HINDUSTAN PAPER CHAIRMAN ZUTCHI GOING TO U.S. IN AUGUST TO FINALIZE AGREEMENT WITH SANDWELL.

EAVES

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